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VIGNETTES

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The Agricultural Trade and Marketing Information Center Newsletter

No. 14, November 1993 (Issued Quarterly)

Child Youth and Family Education and Research Network

The Youth Development Information Center was established in 1988 as a joint project of the National Agricultural Library (NAL) and the U.S. Department of Agriculture, Extension Service (USDA/ES) to support the professionalism of 4-H youth development. As of 1992 the Center redirected efforts and funding to take greater advantage of evolving technology. By fully utilizing computer and communications technology in organizational collaborations and information management a greater variety and amount of information will be made available to a larger proportion of the youth serving community.

CYFERNET (Child Youth and Family Education and Research Network), is a joint project of the Youth Development Information Center (YDIC) of the National Agricultural Library, ES/e-H and Youth Development, ES/Home Economics and Human Nutrition (HEHN), and ES/Communications and Information Technology (CIT). Additional collaborations are evolving to realize fully the potential of an information service based on computer communications technology. The effort is in explicit support of NAL and CIT initiatives in information management, dissemination and public access and services.

With the technical and programming assistance of ES/CIT, CYFERNET now has a UNIX system in place at USDA Headquarters that is accessible over the Internet and can be managed directly from NAL. The UNIX platform has been programmed with the ALMANAC and Gopher software and is being linked with other information servers through WAIS (Wide Area Information System). Almanac software (developed at Oregon State University with a grant from the Kellogg Foundation) will allow large, full-text, documents to be

delivered through e-mail technology. A large amount of data can be acquired with minimal demands placed on the requester and the computers systems at either end. Gopher technology increases the sensitivity or specificity of the CYFERNET for those who can telenet or log directly onto the system over the Internet and want to search through the various sections or types of information.

CYFERNET - has two general categories of information. They are curricula or program materials and program support materials. An electronic jury process is being developed for curriculum review. Until that system is developed and can ensure a predictable quality of program materials only curricula with a national application will be listed in the program section of CYFERNET.

Program support materials are being gleaned from a variety of sources. Agreements with the Department of Education's Education Resources Information Center (ERIC), the Department of Health and Human Service's Center for Substance Abuse Prevention and the General Services Administration's Federal Assistance Programs Retrieval System are evolving and viewed as models for further collaborations with other federal agencies. Information about those services and developed by those organization is being made available on CYFERNET to help Extension Agents and other child, youth and family development workers make better use of those resources.

(See CYFERNET, page 2)



ATMIC, NAL, Room 304
Beltsville, Maryland 20705-2351

Tel: (301) 504-5509
Fax: (301) 504-6409

(CYFERNET, continued from page 1)

Other initiatives include: A proposal with the National Society of Fund Raising Executives (NSFRE) and the National 4-H Center to explore ways to provide grantsmanship training and funding resource identification on the Internet. CYFERNET is an electronic clearinghouse in Department of Health and Human Service's Center for Substance Abuse Prevention (CSAP) Regional Alcohol and Drug Awareness (RADAR) network. CSAP released a press announcement in August marking the establishment of the Center as part of CSAP's communication system PREVline. By exploring technical, organization and program linkages between RADAR and CYFERNET the initiative intends to bring States and county Extension agents closer to the resources that CSAP provides. CYFERNET and the University of Minnesota's Children, Youth and Family Consortium Electronic Clearinghouse have begun to merge gophers and share information management responsibilities in an effort to explore ways in which distributed information management systems might be administered with Internet technology.

There is some material up on CYFERNET now that should be useful, such as: Federal program descriptions that deal with child, youth or family issues and Federal Register notes for the year that deal with the same subject, a listing of all the youth at risk sites, the full text of Family Impact Seminars for the last three years, extensive statistics from the Kids Count Data Book project, listings of information centers and clearinghouses dealing with youth and family issues, bibliographies (based on the 4-HPRK taxonomy) from both AGRICOLA and ERIC, from the Food and Nutrition Information Center, and from the National Clearinghouse on Alcohol and Drug Information and information on how to get the documents referred to.

For those who can telnet, the procedure to get on to CYFERNET is:

- (1) Log on to your system through your communications software.
- (2) At your system prompt type <gopher (if your system has an Internet gopher)> or <telnet and *the address of a commonly accessible gopher* like: Minnesota's *consultant.micro.umn.edu* or

Maryland's *info.umd.edu* > and press return - the following is based on the University of Maryland gopher - others may vary slightly.

- (3) When the login prompt comes on the screen type (login as) <gopher> and press return.
- (4) Register your terminal type as (usually) <vt100>.
- (5) Move the cursor to <Other Systems> and press return.
- (6) Move the cursor to <Gopher and Information Servers> press return.
- (7) Move to <All Gopher Servers in the World> or the <North America> followed by <USA> options, press return.
- (8) Press the space bar until YFER-net USDA ES Gopher Server is on the screen, move cursor to that and press return.

YOU ARE NOW IN CYFERNET!

For more information on the Youth Development Information Center and CYFERNET, please contact: John Kane, Ph.D., Coordinator; National Agricultural Library, Room 304, 10301 Baltimore Boulevard, Beltsville, MD 20705-2351. Tel: (301) 504-6400; e-mail JKANE@NALUSDA.GOV

Vignettes is issued quarterly by the Agricultural Trade and Marketing Information Center (ATMIC) at the USDA, National Agricultural Library. The newsletter is available free upon request from ATMIC, Room 304, 10301 Baltimore Boulevard, Beltsville, MD 20705-2351.

The United States Department of Agriculture (USDA) prohibits discrimination in its programs on the basis of race, color, national origin, sex, religion, age, disability, political beliefs, and marital or familial status. (Not all prohibited bases apply to all programs). Persons with disabilities who require alternative means for communication of program information (braille, large print, audiotape, etc.) should contact the USDA Office of Communications at (202) 720-5881 (voice) or (202) 720-7808 (TDD).

To file a complaint, write the Secretary of Agriculture, U.S. Department of Agriculture, Washington, D.C. 20250, or call (202) 720-7327 (voice) or (202) 720-1127 (TDD). USDA is an equal employment opportunity employer.

Items of Interest

Czech and Slovak Service Center Opens in Washington DC

A new Czech and Slovak Service Center (CSSC) has opened in Washington DC, offering comprehensive support aimed at the facilitation of U.S.-Czech and Slovak commercial activities, such as: trade, investment, joint ventures and other projects. The center is not affiliated with the U.S. government, however it is an umbrella organization for the following professional services: The American Advisory Group (AAG), an international management consulting firm; the AAG-Czech Jobs; and the Czech and Slovak Language Center (CSLC). The CSSC is open 8:30 a.m to 5:00 p.m., Eastern Time, Monday through Friday, and 10:00 a.m to 2:00 p.m Saturday. For more information on the center's programs and services contact: Czech and Slovak Service Center, 1511 K St., NW, Suite 1030, Washington, DC 20005. Tel: (202) 638-5505; FAX: (202) 638-5308. The September 6, 1993 issue of *Business America* pp. 19-20, contains information about the center.

Americas Business Outlook for 1994 Conference

The conference will be held November 18-19, 1993 in Miami, Florida, sponsored by: Florida International University; the University of Miami; the Florida Department of Commerce, the Florida District Export Council, the World Trade Center Miami, and the U.S. Department of Commerce. The conference is aimed at updating U.S. businesses on how best to capture a share of the fastest growing market in the world for U.S. exports to Latin America and the Caribbean. The conference is scheduled to coincide with the annual meeting of the Senior Commercial Officers of the U.S. and Foreign Commercial Service from U.S. embassies in Latin America, the Caribbean, and Canada. For further information contact Daniel Fernandez at the Miami World Trade Center. Tel: (305) 579-0064.

Asian Development Bank (ADB)

The Asian Development Bank has targeted November 30, 1993 as the date for effective membership in the ADB for three Central Asian Republics: Kazakhstan, Kyrgyzstan, and Uzbekistan. Tajikistan, Turkmenistan, and Azerbaijan have also applied for membership in the Asian Development Bank. For information on updates on the status of memberships contact the Commerce Department's Business Information Service for the Newly Independent States (BISNIS) at (202) 482-4655

Consortia of American Businesses in Eastern Europe (CABEE)

The U.S. Department of Commerce, in June 1991 established a consortia grant program, CABEE, to stimulate U.S. business in Eastern Europe and assist countries of that region in their move toward privatization. Eight U.S. commercial offices have been established by the grantees. Three in Warsaw, two in Prague, two in Budapest and one in Sofia. For more information about the consortia grant program, call U.S. Department of Commerce, CABEE program (202) 482-4625.

(See Items, page 4)

(ITEMS, continued from page 3)

USDA Research Studies Available on DIALOG/PTS Prompt.

USDA Research Studies, a series of 27 full-text sources published by the U.S. Department of Agriculture has been added recently to PTS PROMT (File 16). Fifteen of the titles are published by the USDA Economic Research Service (ERS) - mostly U.S. coverage; and 12 are published by the USDA Foreign Agricultural Service (FAS) - mostly world coverage. Research studies include:

- USDA ERS Oil Crops, USDA ERS Outlook for US Agricultural Exports, USDA ERS Western Europe Agriculture and Trade; and USDA FAS World Coffee, USDA FAS World Honey, USDA FAS World Agricultural Production

For more information on PTS PROMT, call IAC/Predicasts at 800-321-6388 (in North America) or +44-(0)71 494-3817 (in Europe).

(Source: *DIALOG Chronolog*, October 1993 issue)

Eastern Europe Business Information Center (EEBIC)

A number of publications on "Doing Business in Eastern Europe" are available directly from EEBIC and some are distributed through the National Technical Information Service (NTIS). These include information on:

- Economic outlook in Eastern Europe; Lists of potential trade partners; Eastern European trade and investment regulations and incentives; Priority industry sectors in Eastern Europe; Upcoming seminars and conferences; Upcoming trade promotion events; and Other U.S. Government programs to support private enterprise, trade and investment.

The Center disseminates information on and encourages the development of proposals for the Enterprise Funds for Poland, Hungary, the Czech and Slovak Republics, Bulgaria, and the Baltics. The Center also serves as a referral point for programs of voluntary assistance to the region. For more information on the above, contact: Eastern Europe Business Information Center, Room 7412, U.S. Department of Commerce, 14th and Constitution Ave., NW, Washington, D.C. 20230. Tel: (202) 482-2645; FAX: (202) 482-4473; FLASHFAX: (202) 482-5745

Alea CD-Maker

Knowledge Access International, Inc. announced the introduction of the Alea Cd-Maker which is designed to revolutionize the making of CD-ROMs on the desktop. The Alea CD-Maker drives a Philips CD-Recorder without a PC. For more information, contact Knowledge Access International, 2685 Marine Way, Suite 1305, Mountain View, CA 94043. Tel: (415) 969-0606.

National Governors' Association Opened A Trade Office in Moscow.

The main objective of the office is to generate and compile information on trade opportunities and communicate it to the states, which in turn can alert their business networks. The project is made possible by a grant from the U.S. Agency for International Development and the Carnegie Foundation. At the end of the office's first year, the National Governors' Association will review the feasibility of continuing it beyond the pilot phase. For further information on this project contact: the National Governors' Association, Hall of States, 444 North Capital St., NW, Suite 267, Washington, DC 20001. Tel: (202) 624-5300.

Publications

Books/Directories/Guides

- *Consumer Europe 1993.*

Darien, CT: European Business Publications, Inc, 1993. 9th edition. 600 pp. Cost: \$900.00.

Key features include: Market sizes for over 230 products, directory of information sources, full coverage of key marketing parameters, and ten-year trend analysis including 1992 data.

Order from: European Business Publications, Inc., P.O. Box 891, Darien, CT 06820. Tel: (203) 656-2701.

- *Food Source 1992.*

Mountain View, CA, 1993. Cost: \$595.00

Provides detailed information on every major food and drink category in 12 EC countries. Presents complete ten-year market data and forecasts for 1987 through 1997, highlights areas of growth and opportunity.

Order from: Frost & Sullivan Market Intelligence Services, 90 West Street, Suite 1301, New York, NY 10006. Tel: (212) 233-1080.

- *The Futures Research Directory, Organizations and Periodicals 1993-94.*

Bethesda, MD: The World Future Society. 1993. Cost: \$55.00

Contains a global overview of current activities in the study of the future. The directory lists 180 organization, summaries of primary objectives and current programs, information on special facilities, publications, key concerns, and financing where available. The periodicals section covers more than 120 future-oriented publications.

Order from: The Futurist Bookstore, World Future Society, 7910 Woodmont Avenue, Suite 450,

Bethesda, MD 20814. Tel: (301) 656-8274.

- *A Guide to Success in the Eternal City.*

Rome, Italy: US&FCS U.S. Embassy. 1993. 120 pp. Cost: \$25.00

Designed to be one of the first steps in assisting English-speaking business people and exporters new to the Italian market. This guide helps in understanding the way business is conducted in Italy.

Order from: Embassy of the United States of America, U.S. and Foreign Commercial Service, PSC 59, Box 100, APO AE 09624.

- *How to Outdistance the Global Competition*, by Bren D. White.

Dallas, TX: Odenwald Press. 1992. 180 pp. Cost \$19.95

Information on how to become more globally competitive.

Order from: The World Group, Inc., 6701 Democracy Blvd., Suite 300, Bethesda, MD 20817. Tel: (410) 730-0534.

- *The International Business Communications Desk Reference*, by Susan H. Munger.

New York, NY: AMACOM Books. 1993. 252 pp. Cost: \$23.95

Contains the basic rules of written and spoken communication for international business; includes information on currencies, symbols, exchange rates, international holidays, cultural and geographical data.

Available from: AMACOM Books, 135 West 50th St., New York, NY 10020

(See Publications, page 6)

(PUBLICATIONS, continued from page 5)

- *International Business Practices.*

Washington, DC: U.S. Department of Commerce. 1993. 304 pp. Cost: \$18.00

Provides up-to-date information on some of the nuances involved with operating in other countries.

Available from: Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402-9325. Tel: (202) 783-3238.

- *National Directory of Organic Wholesalers.*

Davis, CA: Community Alliance with Family Farmers. 1992. Cost: \$39.95 + shipping and handling \$4.00 and CA sales tax.

Order from: Community Alliance with Family Farmers, P.O. Box 464, Davis, CA 95617. Tel: 1-800-852-3832.

- *The Newly Independent States of Eurasia, Handbook of Former Soviet Republics*, by Stephen K. Batalden and Sandra L. Batalden.

Phoenix, AZ: Oryx, 1993. 208 pp. Cost: \$34.95

This book provides facts and information on the sovereign states that were part of the former Soviet Union.

Order from: Oryx, 4041 N. Central Ave., Suite 700, Phoenix, AZ 85012-3397. Tel: 800-279-6799.

- *1993 Chinese Trade Directory* in three volumes.

Eugene, OR: Chinese Business Press. 1993. 1,156 pp. Cost: \$200.00

The directory covers over 1,150 large export/import companies in the People's Republic of China. Company addresses, telephone, telex, and FAX numbers are provided.

Available from: Chinese Business Press, 443 Monroe St., Eugene, OR 97402. Tel: (503) 687-1755.

- *Organic Market Guide: New Jersey Region 1993-1994.*

Pennington, NJ: Northeast Organic Farming Association of New Jersey. 1993. 192 pp. Cost: 9.95 plus \$2.50 for postage.

Order from: Northeast Organic Farming Association of New Jersey, 31 Titus Mill Road, Pennington, NJ 08534. Tel: (609) 737-6848.

- *Sustainable Agriculture Resources and Information Directory, Minnesota 1993.*

St. Paul, MN: Minnesota Department of Agriculture, Energy and Sustainable Agriculture Program. 1993.

Available from: Minnesota Department of Agriculture, Energy and Sustainable Agriculture Program, 90 West Plato Boulevard, St. Paul, MN 55107. Tel: (612) 296-7673.

- *U.S. Export Directory 1993*, fourth edition.

Stanford, CT: Reed International/Cahners, 1993. 1,352 pp. Cost: \$179.00.

Lists U.S. companies, overseas locations of U.S. Chambers of Commerce, major U.S. banks, and U.S.-based foreign banks offering international services.

Order from: U.S. Export Directory, P.O. Box 324, Stanford, CT 06905-0824. Tel: (203) 325-2500.

Reports

- *Asia's Long-Term Agricultural Trade Prospects: A Special Report.*

Washington, DC: Economic Research Service, U.S. Department of Agriculture, August 1993. 165 pp. Asia, Situation and Outlook Series, International Agriculture and Trade Reports no. RS-92-5.

(See Publications, page 7)

(PUBLICATIONS, continued from page 6)

The report focuses on Asian agricultural trade prospects in the 1990's. It provides import demand projections for major commodities and countries, along with analysis of underlying technical and policy issues. Countries covered in the report are Bangladesh, China, Hong Kong, India, Indonesia, Japan, Malaysia, Pakistan, the Philippines, South Korea, Taiwan, Thailand, and Vietnam, with limited coverage of Myanmar.

For ordering information on ERS Publications contact the Publications Office, Economic Research Service, U.S. Department of Agriculture, Room 208, 1301 New York Ave., NW, Washington, DC 20005.

- *Environmental Market Conditions and Business Opportunities in Key Latin American Countries.*

Washington, DC: U.S. Agency for International Development, in cooperation with Bureau for Latin America and the Caribbean. 1992. 142 pp.

This publication provides information for businesses that are considering environmental technology projects or pursuing other opportunities in the energy and environmental sector of Latin America.

For a copy contact: Bureau for Research and Development, R&D/EI, Bldg. SA-18, Room 508. USAID, Washington, DC 20503-1810. Tel: (703) 875-4205.

- *Kazakhstan: An Economic Profile.*

Washington, DC: U.S. Department of Commerce. July 1993. 36 pp. Free.

This report outlines market condition in Kazakhstan.

Available free from: U.S. Department of Commerce, Business Information Service for the Newly Independent States (BISNIS) - FAX: (202) 482-2293

- *Strategic Plan for Economic Development for the 1990s.*

Rockville, MD: Montgomery County Office of Economic Development (OED) in cooperation with the Economic Advisory Council, 1992.

Report is available free from: OED. Tel: (301) 217-2345.

- *U.S. Trade Shifts in Selected Commodity Areas: 1992 Annual Report.*

Washington, DC: U.S. International Trade Commission. 1993. Free.

This annual report reviews changes in imports, exports, and trade balances of key agricultural and manufactured commodities, also includes brief analysis of significant trade shifts at the commodity level and on a bilateral basis.

Report is available free from: Office of the Secretary, U.S. International Trade Commission, 500 E St., SW, Washington, DC 20436. Tel: (202) 205-1809; FAX: (202) 205-2186.

Magazines/Newsletters

- *Global Executive* (Published every two months).

Bethesda, MD: The World Group Inc. Cost: \$100.00 annual subscription.

Designed to provide market perspectives and tools for international business.

Order from: The World Group Inc., 6701 Democracy Blvd., Suite 300, Bethesda, MD 20817. Tel: (410) 730-0534; FAX: (410) 730-6045.

- *Russian Trade Express.* (Published 10 times per year)

Moulton, AL: Slaton Press. Cost: \$6.00 or free of charge to qualified recipients.

(See Publications, page 8)

(PUBLICATIONS, continued from page 6)

This English language magazine provides insights into doing business in the evolving Russian market.

Contact: RTE/USA, 14329 Court Street, Moulton, AL 35650

- *Tropical Produce Marketing News*. (Four quarterly issues)

Washington, DC: Fintrac Inc., Cost: \$160.00-for corporate/individual; \$120.00-cooperative/non-profit/government; \$80.00-special rate for first time subscribers.

To subscribe contact: Fintrac Inc., 1802 Belmont Road, NW, Washington, DC 20009. Tel: (202) 462-8475; FAX: (202) 462-8478.

- *Business View*. (Newsletter, quarterly publication)

Rockville, MD: Montgomery County Office of Economic Development (OED). **Free**. This newsletter provides business information to keep the community informed about important economic issues.

For a free subscription contact: DeVance Walker, Jr., OED publisher, 101 Monroe Street, Suite 1500, Rockville, MD 20850. Tel: (301) 217-2345; TDD: (301) 217-2342.

- *Mexico, the Land of Opportunities*. (Six tape audio cassette series by Tom Magee.)

Grawn, MI: Publishers Distribution Service. 1993. Cost: \$110.00.

Contains information on the myths and misconception about Mexico, its people, safety; what Mexico has to offer; NAFTA's impact; and business opportunities available.

Order from: Publishers Distribution Service, 6893 Sullivan Road, Grawn, MI 49637. Tel: 800-345-0096.

Articles of Interest

- "Export Technical Requirements Shouldn't Get You Down," by Audrey Talley.

In: *AgExporter*, September 1993, pp. 16-20

(Lists contacts)

- "Central Asia: A New Business Frontier," by Eric T. Bruder and Kathleen A. Scanlan.

In: *Business America*, September 6, 1993, pp. 2-3

(Includes contacts)

- "Racing to Enter the Russian Far East Market," by Trevol J. Gunn.

In: *Business America*, August 23, 1993, pp. 2-5

(Includes business contacts)

- "What Every Small Business Should Know About Japanese ODA," by Jennifer Mc Cadney.

In: *Business America*, August 23, 1993, p. 13

(Includes contacts)

AgExporter is published by the U.S. Department of Agriculture, Foreign Agricultural Service, Washington, DC. (For subscription information contact: Blackburn, Inc., Attn: M. Hensley, 7550 Corporate Way, Eden Prairie, MN 55344. Tel: 1-800-842-7550, ext 310.)

Business America is published by the U.S. Department of Commerce, International Trade Administration, Washington, DC. (For subscription information contact: New Orders, Superintendent of Documents, P.O. Box 371954, Pittsburgh, PA 15250-7954. FAX: (202) 512-2233.)

Conferences/Meetings/Trade Shows/Trade Missions/Trade Fairs

Trade Shows:

JANUARY 1994

26-28

FOODPACK OF THE AMERICAS'94, 4th Annual Exposition and Conference, Coconut Grove Convention Center, Miami, FL. (Inter-American Exposition of Food Products and Food Processing and Packaging Related Machinery, Materials and Services.)
Booth fee: \$1600

For more information contact: Mr. D. Parker Heffron, Pavilion Manager, FoodPack of the Americas, 200 N. Glebe Road, Suite 920, Arlington, VA 22203-3728. Tel: (703) 527-3663; FAX: (703) 527-7750.

FEBRUARY

2-3

FIRST AMERICAN FOOD FESTIVAL, Alexandria, Egypt.

7-8

FIRST AMERICAN FOOD FESTIVAL, Cairo, Egypt.

Registration deadline for the two shows: December 15, 1993. Participation fee for each show: US\$300 payable to the American Embassy, Cairo.

Sponsored by the Office of the Agricultural Counselor, U.S. Department of Agriculture, American Embassy, Cairo, Egypt. Tel: 011(202)357-2388 or 2389; FAX: 011(202)356-3989.

(** Please Note: Any product with artificial colors is prohibited for sale in Egypt. Arabic labeling is a must for the commercial sale of consumer products in Egypt.)

APRIL

7-8

INDONESIA SALES MISSION, Jakarta, Indonesia. Registration deadline: February 1, 1994, participation fee: \$1,000

For more information please call: USDA/Foreign Agricultural Service, tel: (202) 690-1182; FAX: (202) 690-4374.

12-15

GastroNord 94 (Scandinavia's leading Hotel and Restaurant Fair).

Registration deadline: November 30, 1993, participation fee: \$2500.

The U.S. Department of Agriculture in cooperation with the U.S. Foreign Commercial Service, is coordinating a USA pavillion at the show. For more information contact the office of the Agricultural Counselor, U.S. Office of Agricultural Affairs, American Embassy, Strandvagen 101, S-115 89 Stockholm, Sweden. Tel: (46-9) 783 53 91; FAX: (46-8) 662 84 9.

12-15

FOOD AND HOTEL ASIA'94, World Trade Centre, Singapore.

Registration deadline: December 31, 1993, booth fee: \$4000 (\$4500 for corner booths)

For more information call: USDA/Foreign Agricultural Service, tel: (202) 690-1182; FAX: (202) 690-4374.

(See Meetings, page 10)

(MEETINGS, continued from page 9)

APRIL

19-21

GREAT AMERICAN FOOD SHOW-KOREA, Hilton International Convention Center, Seoul, Korea. Registration deadline: December 31, 1993, booth fee: \$4000 (\$4500 for corner booths).

For more information contact: USDA/Foreign Agricultural Service, tel: (202) 690-1182; FAX:(202) 690-4374.

Conferences/Meetings:

NOVEMBER 1993

15-16

APEC Customs-Trade Symposium, Washington State Convention Center, Seattle, Washington.

For more information contact: U.S. Customs Service, tel: (202) 927-6748 or (202) 927-1440; FAX: (202) 927-1969 or (202) 927-0122.

15-18

The East/Central Europe Trade Expo, New York, NY. Contact: Stephen Cox, tel: (212) 213-4641; FAX: (212) 532-0475.

NOVEMBER-DECEMBER 1993

**November 30-
December 1**

AGRICULTURE OUTLOOK'94 (70th USDA Outlook Conference) U.S. Department of Agriculture, Washington, DC.

For more information contact: Ray Bridge, Director (202) 720-5447 or Carol Morgan, Assistant Director (202) 690-3160

**November 28-
December 2**

Miami Conference on the Caribbean, Intercontinental Hotel, Miami, FL

For more information contact: C/LAA, 1818 N Street, NW, Suite 310, Washington, DC 20036. Tel: (202) 466-7464; FAX: (202) 822-0075.

DECEMBER 1993

3-7

National Food Brokers Association, Convention and Marketplace Expo, Hyatt Regency, Chicago, IL

Contact: NFBA, tel: (202) 789-2844; FAX: (202) 842-0839.

JANUARY 1994

15-18

Southern Seedmen's Association, 75th Annual Convention and Trade Show, Opryland Hotel, Nashville, TN

Contact: SSA, 1411-B Peterman Dr., Alexandria, LA 71315-2360. Tel: (318) 473-0505; FAX: (318) 473-8914.

FEBRUARY 1994

20-23

United Fresh Fruit and Vegetable Association Annual Show, San Diego, CA.

Contact: United Fresh Fruit and Vegetable Association, 727 North Washington Street, Alexandria, VA 22314. Tel: (703) 836-3410.